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Weekly

THE AMERICAN

BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular.

[ESTABLISHED 1852.]

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VOL. LXXXVII., No. 19

NEW YORK, May 8, 1915

WHOLE No. 2257

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Absurd, you say, incredible, impossible.

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PUBLISHERS

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Will be published

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The Lovable Meddler

By

Leona Dalrymple

Author of

Diane of the Green Van

Publishers

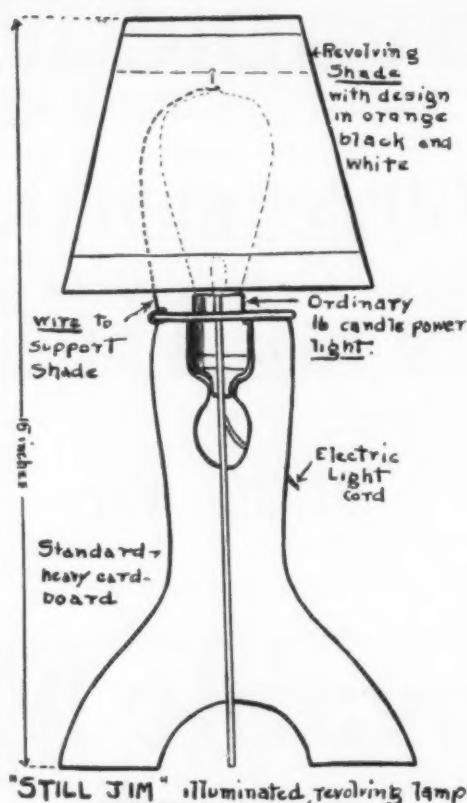
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NEW ELECTRICAL DEVICE FOR SELLING NOVELS

*Now being successfully used by leading
bookstores throughout the country to advertise*

STILL JIM



A unique and very striking novelty for counter and window display is appearing in bookstores in connection with displays of Honoré Willson's STILL JIM. It consists of a standard for an electrical lamp (outline above) with revolving shade bearing a richly colored adaptation of the jacket and a few words advertising the novel. The device is very simple. It can be mailed flat and is easy to set up. An ordinary electric light bulb and connection is used.

One of these outfits will be sent gratis to all bookstores that will use them. Write for one now. Requests filled in order received while supply lasts.

STILL JIM

By HONORÉ WILLSON

A big, significant novel, with an important theme. A charming love story and a stirring tale of the great outdoors. A book that will respond to your efforts.

PUBLISHERS **FREDERICK A. STOKES COMPANY** NEW YORK

Coming May 22nd

A New Novel by the Author of
BIG TREMAINE

Mary Moreland

By Marie
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\$1.35 net

A dramatic story of New York social and business life, in which a clever young woman of high ideals meets a great temptation.

Big Tremaine
has sold thirteen printings
and is **STILL SELLING**

The dramatic sense of the author, and that human feeling which sent her into the war-hospitals of France, have combined to produce in Mary Moreland a novel big with appeal and no less absorbing than "Big Tremaine." Here we believe is a book that is assured of a ready welcome from the reading public.

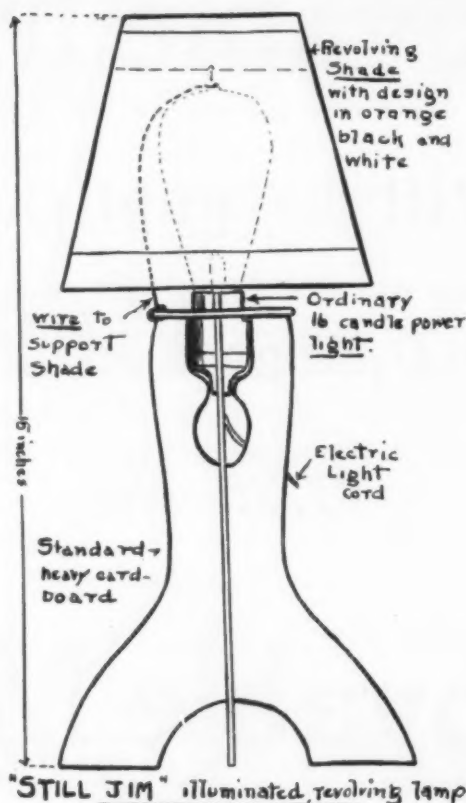
Get your orders in early.

Publishers Little, Brown & Company Boston

NEW ELECTRICAL DEVICE FOR SELLING NOVELS

*Now being successfully used by leading
bookstores throughout the country to advertise*

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Get your orders in early.

Publishers **Little, Brown & Company** Boston

Today is the day

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SAMUEL MERWIN'S GREAT NOVEL

THE HONEY BEE

A beautiful, successful, young business woman in the full bloom of womanhood yearns for love, home and children. Which conquers, sex or career; fame or family? Mr. Merwin tells you in his greatest achievement *The Honey Bee*.

"*The Honey Bee* is the truest, most vivid and alive picture of current American life that I know of in fiction," writes Florence Finch Kelly, the well-known critic of the *New York Times*.

THE BOBBS-MERRILL COMPANY

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

May 8, 1915

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

THE SLIDING SCALE IN ASSOCIATION DUES.

THE recent increase in the annual membership dues of the American Booksellers' Association has brought much commendation and some criticism. The commendation came from those in closest touch with the work the Association is doing, those who realized the absolute necessity of funds to keep that work going; the honest criticism from those who felt, either for themselves or others, that the doubling of the dues made an appreciable item in the annual expenses of the small bookstore. *We* know the small bookseller can well afford to economize almost anywhere else first, but he does not always know it; and, if increased dues cause him to drop out of the Association, the loss is as real to the Association as it is to him.

There are hundreds of small booksellers who are *not* now members of the Association: there is no blinking the fact that the dues are *one* of the things that keep them away. It ought not to be so, but it is. The Association needs their active aid and co-operation quite as much as it needs their financial support. It seems as if it might not be impossible to effect some compromise.

Our publishing friends, the H. W. Wilson Company, have for some years adopted a sliding scale subscription rate for several of their bibliographical publications. They argued that their periodicals were really a service performed: that the value of that service varied in value with the size, roughly speaking, of the library subscribing to it; and that it should be paid for proportionately.

Of course, the plan has met with criticism, but its essential justice and economic soundness has won general assent to it. It is true that some large library may be paying for a given periodical three times as much as its neighbor library in a small city; but it is also true that it gets three times the value from it, and that, were the price to be set uniformly high, the small city library (and many others of its class) could not afford the periodical at all, with the result that the high price to the large library would necessarily have to be set even higher.

There is no doubt that, while the work of the American Booksellers' Association may be as valuable proportionately to the bookseller in Oklahoma City, or Ithaca, or Harlem, as to the bookseller on Fifth Avenue in New York City, it is proportionately, and roughly proportionate to the respective gross business the two stores do. Might it not be—the PUBLISHERS' WEEKLY merely offers the suggestion—both theoretically desirable and practically possible to work out a system of dues that would permit the little man and the big man alike to pay for his *share* of the work the Association is doing for the American booktrade.

Some such plan has been worked out in other Associations, and with success. The Ontario Library Association a year ago last April adopted an amendment to its constitution grading the annual membership dues of the Association as follows: INDIVIDUALS, \$1; LIBRARIES, in towns up to 5000 population, \$2; from 5000 to 15,000 population, \$3; over 15,000 population, \$5. The Printers' League of America, one of the strongest and hardest working of the printing trade organizations, charges its members (all as concerns, not individuals) as follows: a minimum rate of \$24 a year and a graduated additional \$1 a year for every additional \$1000 worth of plant equipment they have over \$24,000. This plan of—one might say tempering the wind to the shorn lamb—has proved successful in still other organizations and in various fields. The American Booksellers' Association needs more members, needs them badly, and especially the small men who say they can't "afford" to come in and who don't yet realize and will not realize until the Association has made itself indispensable (as it is going to!) how little they can afford to stay out. The Association cannot afford to make its dues less, but some sort of sliding scale may be worth trying.

MANY booksellers agree that the one title window display is the most effective, and an interesting though possibly not entirely new variation of this was suggested recently by a contributor to the *British and Colonial Printer and Stationer*, who urges that each window have a one volume focal point. "I would," he says, "have a certain portion, right in the center of the window, kept absolutely clear. I would have it made the focus point of the window by draping it off, perhaps with some royal blue, purple or crimson velvet, and in this space, and lying on the velvet background, I would exhibit a copy of the latest book. I would announce, 'Latest book is always exhibited in the center of my window.'" While doubtless this would not be as effective as an elaborate one title window, yet this one volume display has two distinct points in its favor, it is simple yet efficient and can be changed day by day. It is easy to imagine booklovers who would go out of their way to see what new book Smith has in his window to-day. It would doubtless prove especially effective in the case of non-fiction titles, which often fail to sell because attention is not directed specifically to them; worthwhile books of which the bookseller has hardly enough copies to make an elaborate display and which might get lost in a window full of books could thus be given both cheap and very effective publicity.

ARE THE DENOMINATIONAL PUBLISHERS PUBLISHING TOO MANY BOOKS?

BY FRANK M. BRASELMANN,

*Business Superintendent of the Presbyterian Board of Publication and Sabbath-School Work.**

It is a delicate matter to be asked to sit in judgment on a question of such vital importance as this. What I shall have to say, therefore, is merely an expression of individual opinion rather than the utterance of a verdict from which there can be no appeal.

I do think the denominational publishers are issuing too many books, but this is not singular to the denominational publishers alone. I think all publishers are bitten with the same microbe, and that there issues from all presses a volume of supposedly permanent literature which is overwhelming and which is not only causing acute symptoms of literary indigestion but is also largely responsible for the many woes of the innocent but misguided bookseller.

A gentleman with whom I am acquainted was telling me recently of an experience he had with one of the large publishing houses

some years ago. This gentleman stands high in educational circles and earlier in his career conceived the idea of publishing a series of popular text-books covering science, literature, history, poetry, etc. In furthering his project he had an interview with the president of the company and outlined the scheme with some care and great enthusiasm. The listener gave polite attention until he was through and then, turning to him, said: "Young man, before you go any further, let me say one thing. This is not a philanthropic institution. We are in the business for the simple purpose of making money. Your scheme is a good one and does your educational instincts credit, and if you can guarantee a sufficient sale of these text-books to make the publication of them pay we will consider the proposition; but if you cannot you may as well save your breath."

In this instance this company was actuated by purely mercantile instincts, but is it conceivable that every publication issued by this house is weighed in the same exacting balance? Is it possible that every book published by independent concerns (and by independent, I mean those houses outside of the denominational limitations) is selected for publication on its merits alone, a sufficient sale being guaranteed, not necessarily by the author but by the judgment of the one who makes the selection?

Our individual experience in the sale of books proves that this is not the case; that there are other considerations which influence the publisher, and this unknown quantity is what concerns us to-day.

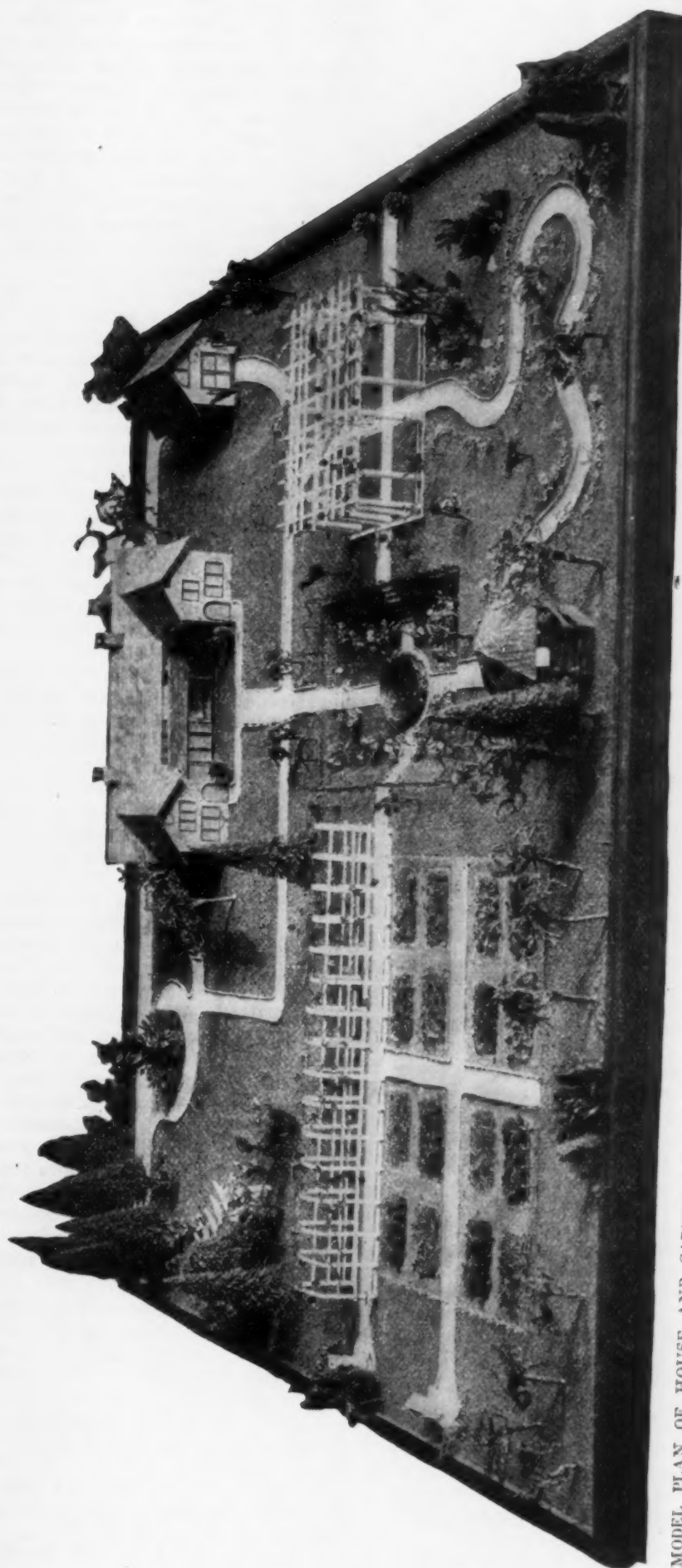
In the first place, there is the "gambler's chance" which must be reckoned with, and I doubt not that each publisher knows how potent this is with us. We weigh a book that is offered to us. There is something about it which we like. It may have a certain mission, and finally, in our doubt, we take a chance, hoping that it will strike that peculiar note which will set the literary world a-jingle and result in great sales.

I have seen a gang of boys on the lots find some object which afforded a good target and then begin to stone it, picking up stones, pieces of coal, brickbats, searching all over the ground for any object of convenient size that they could heave, even descending to the degrading sport of mud-slinging, in order to prove the superiority of their aim.

Present day literature seems to partake very much of this same aspect. Much is written with a good motive behind it, much that is born of inspiration, much which represents years of devotion to an ideal; and yet there is also much that is written with the sole aim of tickling the jaded palate of the reading world, regardless of its influence for weal or woe. There is a scramble to hit the bull's eye of popular favor in order to win a place on the scroll of fame which appears periodically in the *PUBLISHERS' WEEKLY* under the caption, "The Six Best Sellers."

In a recent book of Marie Corelli's she says: "There are so many authors nowadays that it is difficult to get up even a show of interest in one of them. Everybody 'writes,' from

*Read before the Sunday School Counsel of Evangelical Denominations at its Annual Meeting in Cleveland, January 26, 1915.



MODEL PLAN OF HOUSE AND GARDEN ON ONE ACRE OF GROUND EXHIBITED BY DOUBLEDAY, PAGE & CO. IN MARSHALL FIELD & CO.'S DISPLAY OF THEIR NATURE BOOKS. THIS MODEL WILL LATER BE SHOWN BY THE POWERS MERCANTILE CO., MINNEAPOLIS, BY STEWART AND KIDD, CINCINNATI, AND LATER IN OTHER CITIES. IT WAS CONSTRUCTED BY MISS MAIZIE BARNES, THE CRAFTSMAN BUILDING, NEW YORK CITY.

miladi in Belgravia, who considers the story of her social experiences, expressed in questionable grammar, quite equal to the finest literature, down to the stable-boy who essays a prize shocker 'for a penny dreadful.'"

The blame for this condition of things may be put upon the author but the publisher is in league with him. They are a pair of conspirators, seeking to victimize the public for the sake of their own pockets, and in these cases the publisher is usually the one who takes the "gambler's chance."

Then, there is the innocent (?) bookseller. Bookselling is one of the most curious businesses in the world. There is something mystic about its charm. It takes an artist to be a bookseller, not only that he may have the artistic instinct for things beautiful, not only that he may love the merchandise he handles, but also that he may have the artist's disregard for such a commonplace thing as *profit*, and an abhorrence for such a foolish consideration as overhead charges. His futile attempts to keep in stock a large enough variety to satisfy the whim of every possible customer would be amusing if it did not so often result in disaster.

I heard of a prominent publisher recently who, in going over his fall list with his road salesman, picked up one of the books and said: "Now, boys, this book isn't any good and it won't sell. All I ask of you is to place two copies with each of your customers." Why he had been persuaded to publish such a book no one knows; but it is apparent that he reasoned that if two copies could be imposed upon every one of his thousand dealers the two thousand copies thus disposed of would see him through with the first and probably only edition.

And it is just such books as these that are the bane of the bookseller's life. These are the "plugs" that weigh his shelves and bury his counters and cut such a figure in his annual summing up (if he ever does such a thing).

In a recent number of the PUBLISHERS' WEEKLY the editor makes this positive assertion: "On most books published, both publisher and bookseller lose money. On a few which continue to be good sellers, perhaps year in and year out, publisher and bookseller alike must rely, not only to recoup other losses, but to reap any profit."

There ought to be some way of making the publisher return to his own vomit, (to use an inelegant expression.) The publisher, nine chances in ten, can protect himself by just such methods as I have illustrated above. The public is rarely duped. Occasionally it is imposed upon by an author's reputation, and sometimes a gem lies buried because the author is unknown; but the bookseller is fooled every time, "both coming and going"; and, unless he has some kind of an outlet through sacrifice sales, such as the department stores enjoy, his store becomes a graveyard and he himself is building, book by book, his monument, "Erected to the memory of a misguided philanthropist."

What I have said about the general or inde-

pendent publisher is true also of the denominational publishers and possibly to a larger degree; the difference being that the bookseller is not so often the victim, as he seems to have a natural aversion to anything bearing a denominational imprint. To allay this prejudice, not only in the mind of the bookseller but also on the part of the reading public, most of the denomination houses have adopted an ambiguous imprint; but, after all, I question the wisdom of such a course. The denominational houses are, in a sense, semi-philanthropic. They are designed, primarily, for the specific purpose of producing denominational literature. Their principal function is not to make money, but to promulgate their distinctive faiths. They differ from the general publisher in that they do not offer to the public what they think they want, but what their churches want them to want. This naturally narrows the scope of this class of publishers, and, finding a limited sale for their natural product, it is not long before they begin to push "any old thing" they think will sell; and, with the resources at their command, they become even more reckless, and under the guise of doing missionary work, impose upon the public a raft of stuff which only adds to the volume of driftwood floating down the river of mediocrity into the great ocean of oblivion.

The house which I have the honor to represent has published a great many books in its time, but times have changed. In the early days of its history it published some notable works, books which have stood the test of time and (I was going to say) which will have their influence upon eternity. Such books as "The Way of Salvation," selling 26,000 copies; Alexander's "Evidence of Christianity," 62,500; Baxter's "Call to the Unconverted," 43,000; Alexander's "Religious Experiences," 37,000; "The Great Supper," 58,000; Baxter's "Saint's Rest," 22,750; testify to the altered conditions in the denomination publishing business.

I cannot believe that conditions in the life of the Church have changed to such a degree that books of this type, although modern in conception, are not read. I believe a larger number of books are bought than ever before; but I think the variety is larger and the distinctive business of the denominational publishing house has been dissipated by the development of the independent publisher of religious books. In our effort to retain our prestige there is a tendency to resort to books of inferior merit, which do not have the inherent qualities necessary to make them permanent and valuable additions to the religious literature of the day. Our task is futile, and unless we justify our course on the ground of missionary or philanthropic endeavor, there is very little that can be said as to the wisdom of our plan.

This is the end of my paper, and I am dissatisfied with it because it is merely destructive in its criticism. Criticism to be of any real value must be constructive and I am face to face with the question—"If these things be so, how can they be remedied?"

I frankly say I do not know. I can pro-

pound an axiom, however, which may have considerable significance, and the axiom is this: "No book should be considered sold until it has reached the customer's hands."

Planting books in the bookstores throughout the country does not constitute legitimate sales. A book is a sacred thing. It is a creation of a man's mind, and it does not fulfill its mission until it is read.

Of course it is impracticable to suggest it, but think what a difference there would be in the publishing business if booksellers were allowed to return to the respective publishers all books remaining unsold after a given time. Wouldn't this solve the booksellers' difficulties? Wouldn't such a plan throw the responsibility back upon the publisher and wouldn't he be inclined to use greater discrimination in the selection of his manuscripts? It would be hard on the publisher, it is true, but it would enable bookselling to raise itself to the dignity of an art. It would elevate the standard of literature immeasurably and the reading public would enter the bookstores with the confidence of getting their money's worth.

We published an attractive book recently which has had a considerable sale of the usual kind. Booksellers were persuaded to take it. It was extensively advertised, a sufficient number was sold to justify its publication. In one of our local stores, a rather pretentious place in one of our best suburbs, I tried the experiment of sending a hundred copies on consignment for a window display. This resulted in the real sale of *three* copies. I feel sure that this proportion has not obtained throughout the country, but if it has, what maledictions must be falling upon my head and if the bookseller was not so used to this sort of thing, what chance would I have the next time?

There is also one other possible remedy that might go partway toward a solution of this problem and that is for the publishers to allow dealers a uniformly large discount regardless of quantity ordered, the same discount on a single copy as on a hundred. This is no new suggestion. It is strongly advocated by some prominent booksellers and the arguments in its favor need not be repeated here.

In either of these proposals the responsibility is thrown back upon the publisher, where it belongs, and the result will be a material curtailment in the output of all publishers and a marked improvement in the quality of that which survives.

THE FRENCH BOOKSELLERS' SCHOOL.

IN connection with the growth of the booksellers' school idea in this country, we have from time to time spoken of what has been done along this line in the European countries, and particularly in Germany, the home alike of bookselling and of system. It is worth noting again, however, that France is not far behind. As these courses have been given very successfully for over seven years, it has seemed worth while to quote the syllabus of them in some detail. The following description of the book-selling courses offered by the

Cercle de Librairie of Paris appeared in a recent number of *Book Talk*, the house organ of Cassell & Co., of London.

The Cercle de Librairie of Paris is organized by the Syndicate of Publishers, the Chambre Syndicate of the Libraries of France, and the Association of Commis Libraries, and it is subventioned by the Minister of Commerce and Industry.

A professional two-year course for training the bookseller has been instituted, and this is spread over a series of lectures that are given during March, April, and May of each year. A perusal of the circulars issued by the management shows that during the first year the young bookseller is taught how the book is manufactured, and how the various editions are made up. The second year is devoted to the commercial side of bookselling and the study of French literature. The lectures are amplified by practical demonstrations, examinations, lantern and cinematographic displays, and visits to various printing and bookselling establishments.

All booksellers receive an appeal from the Cercle, asking them to send along their assistants to the lectures, which involve a sacrifice of two hours per week, for three months, during the hours of 2 to 3 p. m.

FIRST YEAR.

FIRST COURSE—ON THE MAKING OF THE BOOK (SIXTEEN LESSONS).

OPENING LESSON.—Historical summary of the making and sale of the book. Some historical figures—Gutenberg, Alde, Estienne, Plantin, Elzevier, Didot, etc. Barbin, Renduel, and other famous French booksellers. The social and national use of books in France.

PAPER.—Principles of manufacture. Common and *de luxe* papers—for engraving and color work. Text paper and wrapper paper. Format, size, weight. The most practical sizes. Testing quality of paper.

COMPOSITION.—Families of type. Typographical measures. Hand and machine composition. Proofs, corrections, putting up in pages, imposition, proofing.

ILLUSTRATIONS.—Various styles of reproduction and engraving. Hand and photo-mechanical processes—relief, intaglio, wood, stone, metal—flat, rotary, black, and in color. Artistic processes.

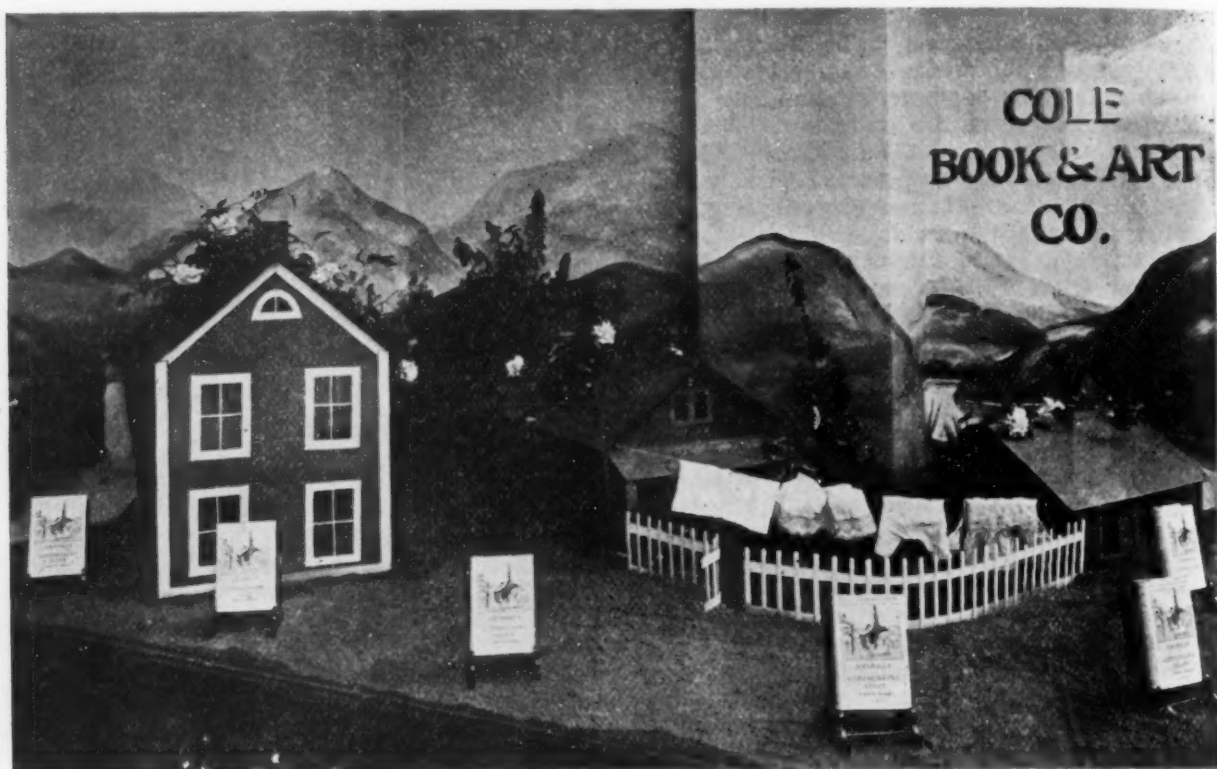
STEREOTYPING.—Impressions. Stereos in zinc, copper, and nickel.

PRINTING.—Making ready and printing. Typography and lithography. New processes. Printing in black and in colors. Printing charges.

STITCHING AND BOARDS.—Evolution of the printed page. Cutting, assembling, folding, collating, stitching, pressing, etc. Styles of boards. Technical terms. Prices.

BOOKBINDING.—Different styles. Commercial and *éditions de luxe*. Gilding. Technical terms. Prices.

MAINTAINING AND REPAIRING.—Disinfecting. Drying old volumes. Precautions against dust, humidity, and the sun. Repairs of all kinds—broken corners, interleaving, replacing, etc.



A WINDOW DISPLAY OF "AMARILLY OF CLOTHES-LINE ALLEY" (LITTLE, BROWN & CO.) MADE BY THE COLE BOOK & ART CO., ATLANTA, GA.

(SECOND COURSE.)

LITERARY PROPERTY.—What is literary and artistic property. Right of reproduction. Relation between author and publisher. Legislation.

FROM MS. TO BOOK.—Its evolution. Choice of paper, format, type, illustration. Net cost. Printing and size of edition. Reprints.

QUALITY OF THE FINISHED BOOK.—Exterior aspect and contents. Importance of appearance of text and illustrations. Titles, tablets, preface, announcements, etc. Evolution in 100 years—and more particularly in our own period—made in both French and foreign volumes, commercial and *de luxe*.

SELLING THE BOOK.—Publicity. Announcing to trade, libraries, and public. Selling to trade, libraries, and public. Methods of sale. Export.

SECOND YEAR.

(FIRST COURSE.)

THE BOOKSELLING BUSINESS.

(A) How to Buy.

Selection.—Stock lines, topical, ephemera.

How to Classify.—Publishers' catalogues. Consultation, preservation, classification. Their uses. Second-hand catalogues. Card system.

Keeping Up to Date.—Publishers' circulars. Periodical selection of new books, bibliographical journals. For sale and wanted. Public sales.

Orders.—Classifying. Terms of sale. Methods of dispatch. Receiving goods.

Arrangement of Shop.—Order and classification. Novelties. Selected works. General literature, fiction, history, beaux-arts, *de luxe*

and gift books, classics, science, law, medicine, mathematics, nature study, dictionaries, current books, journals, reviews, and periodicals.

(B) How THE BOOKSELLER SELLS.

His clientèle. How to attract them. How to receive them. How to find them. Different styles of book buyers. Methods of sale. Prices. Bookkeeping. Correspondence.

(C) SPECIAL LINES.

Commissions for French and foreign books. The classical bookseller. Selling old books. The periodical trade.

(SECOND COURSE.)

STUDY OF FRENCH LITERATURE AS APPLIED TO BOOKSELLING.

PRELIMINARY LESSON.—The necessity of general culture for the bookseller. How to use the principal literary manuals. The French bookseller as an aid to the propagation of national thought. Origin of French, Greek, and Latin literature.

(A) *From Its Origin to the 19th Century.*—*La Chanson de Roland*, etc. The 17th-century prose writers, poets, and dramatic authors. The 18th century: its spirit, its verse, and satire.

(B) *The 19th Century.*—Literature during the Revolution. Lamartine, Busset, Vigny. The life and work of Hugo, Gautier, Sainte-Beuve. The romantic novel—Sand, Dumas, Sue. Origin of the realistic—Balzac.

A Glance at Contemporary Literature.—Poets: le Parnasse, symbolism, realists. Prose: Flaubert. The naturalist school of Zola. The so-called school of psychologists and impressionists.

All booksellers are invited to send their assistants to follow out the course. The French bookseller evidently recognizes that youth will out, because he has instituted a control card, which insures his assistant's attendance at the lectures. This card is signed by the employer before the assistant attends the lecture, and is also signed by the lecturer when the student attends. Should a student be absent without leave, his employer is advised.

Booksellers' assistants who qualify after two years' work at the school receive a certificate; but this can only be granted to assistants who have at least had two years' experience in a bookshop.

RECORD OF AMERICAN BOOK PRODUCTION, MARCH, 1915.*

| INTERNATIONAL CLASSIFICATION | New Publications | | By Origin | | | Total |
|--------------------------------------|---------------------|--------------|------------------|--------------------------------------------|----------|-------|
| | New Books | New Editions | American Authors | English and Other Foreign Authors | | |
| | | | | American Manufacture | Imported | |
| Philosophy..... | 31 | 5 | 25 | ..... | 11 | 36 |
| Religion, Theology..... | 84 | 16 | 60 | 6 | 34 | 100 |
| Sociology, Economics..... | 63 | 10 | 58 | 2 | 13 | 73 |
| Law..... | 27 | 6 | 28 | 1 | 4 | 33 |
| Education..... | 17 | ..... | 16 | ..... | 1 | 17 |
| Philology..... | 22 | 2 | 16 | 2 | 6 | 24 |
| Science..... | 49 | 4 | 35 | ..... | 18 | 53 |
| Applied Science, Engineering..... | 38 | 5 | 33 | ..... | 5 | 43 |
| Medicine, Hygiene..... | 34 | 11 | 33 | ..... | 12 | 45 |
| Agriculture..... | 15 | 2 | 16 | ..... | 1 | 17 |
| Domestic Economy..... | 11 | ..... | 9 | ..... | 2 | 11 |
| Business..... | 19 | 6 | 23 | ..... | 2 | 25 |
| Fine Arts..... | 21 | ..... | 12 | ..... | 9 | 21 |
| Music..... | 4 | 2 | 4 | ..... | 2 | 6 |
| Games, Amusements..... | 9 | ..... | 8 | ..... | 1 | 9 |
| General Literature, Essays | 31 | 7 | 22 | 5 | 11 | 38 |
| Poetry and Drama..... | 40 | 9 | 33 | 4 | 12 | 49 |
| Fiction..... | 83 | 7 | 62 | 10 | 18 | 90 |
| Juvenile Books..... | 64 | 6 | 28 | 3 | 39 | 70 |
| History..... | 77 | 6 | 40 | 2 | 41 | 83 |
| Geography, Travel | 49 | 5 | 26 | 1 | 27 | 54 |
| Biography, Genealogy..... | 40 | 6 | 24 | 1 | 21 | 46 |
| General Works, Miscl..... | 8 | ..... | 8 | ..... | ..... | 8 |
| Total..... | 836 | 115 | 624 | 37 | 290 | 951 |

*These figures include pamphlets, of which 91 were recorded in March.

COL. HARVEY OUT OF HARPER FIRM.
RESIGNS AFTER FIFTEEN YEARS OF SERVICE
AS PUBLISHING COMPANY'S PRESIDENT.

Col. George Harvey will leave Harper & Bros. on May 15. He has resigned as president of the publishing company and for a time will devote himself exclusively to the *North American Review*, which he has owned and edited for a number of years. The offices of the *North American Review* will be moved to 171 Madison avenue.

Col. Harvey has been associated with the Harper house for fifteen years. He took charge of the affairs of the company when it found itself in financial difficulties and was reorganized through the efforts of J. Pierpont Morgan. It was said at the office of the company yesterday that no successor to Col. Harvey has been selected, but that the house will devote itself more extensively to its book business and to outside printing and book-binding.

With that aim in view the mechanical equipment has been enlarged greatly. New departments have been added with the purpose of doing more photo-engraving and half tone work and the printing of magazines, while new machines have been put in for stitching, folding and bookbinding. It was said that the business is one-third larger now than a year ago and that the February turnover was the biggest in the history of the company.

Henry M. Alden, who has been the editor of *Harper's Magazine*, will remain, with T. B. Wells actively in charge of that publication. Frederick A. Duneka is the secretary and Clinton T. Brainard the treasurer of the company.

EFFECT OF THE WAR ON FRENCH BOOK-PRODUCTION.

During the first seven months of 1914 book-production in France showed an increase of half a thousand volumes over the output for the same months of 1913. In August and September, however, the output was but a half of what it had been during the identical period of 1913, while by December it dropped to almost a fifth and seemed to be still dropping. Following is the table of publications month by month during 1913 and 1914, made from the files of the *Bibliographie de la France*, which are themselves based upon copyright entries:

| Month | 1913 | 1914 |
|-----------------|------|------|
| January | 912 | 977 |
| February | 890 | 841 |
| March | 909 | 1031 |
| April | 1046 | 937 |
| May | 1049 | 1290 |
| June | 897 | 907 |
| July | 921 | 1150 |
| August | 1041 | 507 |
| September | 826 | 432 |
| October | 1171 | 466 |
| November | 844 | 227 |
| December | 954 | 203 |

Increase in first 7 months of 1914..... 509
Decrease in last 5 months of 1914..... 3001
General total 1913, 11,460; 1914, 8,968

According to the table giving the book-production by subject, in the division cover-

ing economics and sociology there was a net loss of 387 titles during 1914, although there was a slight increase over 1913 in the books dealing with general sociology, colonization, administration, and contemporary political history. The section education, fell off 256 although books on pedagogy, manuals, and on learned societies were more numerous than the year before. Religious books fell off 144, books on Protestantism showing an advance. Historical sciences decreased by 340, although archæology, bibliography, military history, biography showed small gains and religious history a more noticeable increase. Geography and travel fell off by 134, science by 217, and medical science by 133. Although music showed an increase the fine arts as a whole decreased by 30. Literature fell off by 308, although translations from other languages and especially songs and ballads gained. There was a loss of 80 among the almanacs and of 38 among the books in foreign languages, although *Idiomes africains* and the Portuguese language showed increases.

WAS RICHARD HIMSELF?

The train butcher was making his way through the aisle of one car, bawling his wares lustily. Stopping by the side of one prosperous looking young man he held out a copy of a book, saying, "Richard Harding Davis's latest, sir?"

An expression of mingled annoyance and amusement spread over the young man's face. "No!" said he, emphatically, "I am Richard Harding Davis himself!"

"Then," suggested the butcher, "buy a copy of 'Three Weeks.' You ain't Elinor Glyn, too, are you?"

NOTES FROM PARIS.

Special Correspondence to the New York PUBLISHERS' WEEKLY and the London Bookseller.

Those of us whose memory goes back over forty years will remember that the events of 1870-71 continued to have an influence on French literature and art for many years after the Franco-German War had finished. Military writers glorified all the successes, and pointed out the lessons to be derived from the defeats. Historians professed to have discovered secret documents proving with almost mathematical certainty the guilt of Germany. Even within the last two or three years a chronicler of the dry-as-dust school undertook the herculean task of transcribing all the official documents which had issued from or been received by the French Foreign Office. With the thoroughness of all his school—one of their few good qualities—he started his record some ten years before the war, and, in seven thick octavo volumes, got as far as 1863, if I remember rightly. In light literature, too, it was much the same thing, and the number of gallant old colonels who bestowed their daughters on brave but modest lieutenants was incalculable.

As for art, every salon contained a large percentage of war pictures, ranging from

huge canvases of cavalry chargers, with life-size horses, to *genre* paintings of a young soldier on "sentry-go," with Joan of Arc—faintly sketched in Chinese white—watching over him.

But in that war France was on the losing side, whereas it is Lombard Street to a row of pins that the Allies will win this time, and the probability—it might be said the certainty—is that the war-fever will rage more virulently in literature and art than it did in the years which followed 1870. The unthinking multitude no doubt rejoices at the prospect, but staid and thoughtful men pause half affrighted, for though the Gallic cock will have earned an indubitable right to crow, too much cock-crowing is objectionable. It is said—I hope truthfully—that several of the leading publishers have sworn not to publish any war-literature save a few books of exceptional merit by writers who are in a position to give a fresh and authentic account of the events they describe.

That is all very well so far as it goes, but there is small chance that the example of these three or four leading firms will be followed by the scores of minor publishers, and as, under the royalty system which prevails to a great extent, there is not much loss in bringing out a book, there is every likelihood that the market will be flooded with books made up principally of warmed up newspaper articles written by retired officers or active journalists, each fully convinced in his own mind that he was born to be the Herodotus of this international struggle.

Well, perhaps, the future may not after all be as bad as we anticipate. In the meantime, we who are too old, or have some other valid reason for not being in the fighting-line, find pleasure in hunting up—and then hunting down—everything "made in Germany." The octopus of German commerce had spread its tentacles over almost every branch of trade, and the wily Teuton not only dumped his goods upon us, but found the capital for many essentially French undertakings. So we are searching every business in which a German was concerned, personally or financially, and sequestering it.

Perhaps we exiles may be pardoned a half regret that we shall no longer be able to purchase British and American books in the cheap and handy Tauchnitz series. They were piracies, no doubt, for every volume bore on the cover the statement that "the copyright of this collection is purchased for Continental circulation only, and the volumes may therefore not be introduced into Great Britain or her Colonies"—which showed that the British publisher had not been consulted in the matter. The consent of the author had been obtained—or dispensed with—for the assertion as to the purchase of the copyright was true in a literal sense only. It was, I believe, the custom of Baron Tauchnitz, when he wished to add a new book to the four thousand and odd he had already "conveyed," to send to the writer thereof a cheque, along with the intimation that the book was about to be published in Germany. The cheque was

not a large one—£10 per "Tauchnitz" volume was the usual scale, though this was sometimes exceeded in the case of a very successful author, and the author had practically no option as to whether he accepted it or not. If he were young and inexperienced he returned the cheque with a sarcastic letter; if he were an old and wary novelist he shrugged his shoulders and paid the cheque into his banking account, knowing full well that the book would be printed in any case, and wisely considering that a "tenner" was better than nothing.

For, whether the sum offered was accepted or refused, the Baron's conscience was satisfied, and the book was duly printed in that cheap and convenient form which is familiar to everyone who has traveled on the Continent, and even to some who have not, for smuggled copies occasionally found their way into England. The price was moderate, the paper was good enough, and the printing was excellent, for though done by foreign compositors misprints were exceedingly rare. To the traveler, doomed to inaction by illness or stress of weather, the Tauchnitz edition was a veritable godsend, and he would have been more than human if he had bothered his head about the ethics of copyright. The sales must have been large and the profits considerable, for there were no expenses either for binding or advertising, so that the printer's bill and the nominal sum paid to the author were the only items on the debit side of the ledger.

Some years ago an attempt was made to break down the Tauchnitz monopoly, but after a couple of hundred volumes or so had been issued, the new rival "softly and silently vanished away," and Tauchnitz continued to reign undisturbed by rivalry.

There was also another branch of the book trade in which the Germans had practically the field to themselves. So far as Paris is concerned, there is only one guide-book which may be described as complete and exhaustive. There are several cheap guide-books which are excellent as far as they go, and give the purchaser full value for his shilling, but though they suffice for the ordinary tourist, the conscientious sightseer who intended to "do" the city thoroughly was compelled to have Baedeker in his coat pocket. At one time—a great many years ago—Galignani's Guide to Paris was, I believe, the only one extant—certainly the best if there were others. Rather later came Murray's excellent handbook. Both have long since been out of print, though Galignani's made a temporary and spasmodic reappearance during the Exhibition of 1900.

Presumably it was the opinion of the publishers of both those guide-books that the ordinary tourist would find all the information he needed in one of the shilling guides, and would not therefore pay five or six times that amount or more for a more complete book. Baedeker thought otherwise, and to judge from the number of tourists armed with the familiar red cloth volume encountered in the streets of Paris on a summer day his judgment

proved correct. To do him justice, all his guide books (they include every country in Europe) were excellent. Some of them were printed in two or three languages and so caught tourists of different nationalities. But their day is over, and when the war is over and the tourists arrive in shoals, the British traveler would fear the fate of Achan if he were caught with the accursed thing in his possession. It is not improbable, however, that its place may be filled, and, indeed, I hear that preparatory steps for the reappearance of one of the before-mentioned guide-books have already been taken.

K. VOLTAIRE.

COMMUNICATIONS.

"STEALING GOOD WILL ON THE INSTALLMENT PLAN."

Philadelphia, May 5th, 1915.

Editor the PUBLISHERS' WEEKLY:

Your editorial in the May 1st issue of the PUBLISHERS' WEEKLY, entitled "Stealing Good Will on the Installment Plan," is from a new point of view and it is interesting to see the book business treated from the angle of "good will," i.e. value.

The illustrations used in your article to bring out your points, hardly apply to the book business, more especially with the publishers 'tumbling over' themselves to bring out cheaper editions—so-called reprints—and marketing "remainders."

I do not recall having heard of cheaper "editions"—"reprints" of Ford automobiles, Kellogg's Corn Flakes," etc., while we can look forward, with a great possibility, of a cheaper edition of "Inside the Cup," after the time limit has expired—judging by the way the "creator" or "agent of the creator," treated this author's previous works in the realms of fiction.

"The good will or trade reputation of an article is the creation primarily of its maker or manufacturer, (of the author, or his agent, the publisher)"—therefore, when this (any) publisher issues a cheap edition or closes out a remainder, he does not impair the good will. No, not at all, according to this—but the trade reputation for that article and indirectly with all other articles of like nature, is impaired as long as that stock remains unassimilated on the market at the reduced price.

Apparently this article is from the manufacturer's point, solely, for in ending: "The good will in the article, by common justice as well as legal precedent, remains with its creator,"—therefore, the distributor has no good will in any article but must be at the mercy of the "creator." Let us go a step further: Good will is equivalent and synonymous with "good name." Good will is good name. Now, a distributor should have a good name or good will, if he is to have any share in a contract under law, as a party to this contract his good name should not be impaired—ordinarily it is libel or discrimination. He has the same equal right to his good name and good will as the creator. Every one has an equal privilege to cultivate "good will," good name, value or credit for accomplishments, and an equal right

to enjoy the same in any contract and in all justice.

Very truly yours,
H. W. FISHER.

OBITUARY NOTES.

MARY ELIZABETH SMITH, a deaconess of the Methodist Episcopal Church, South, short-story writer and author of "In Bethany House," 1912, a story of settlement work in a Southern city, died at her home in Belton, S. C., on March 31st. Miss Smith was well-known in the South and her death at the age of thirty-four is a distinct loss to the religious and literary world.

PERIODICAL NOTES.

Hearst's Magazine for March appeared in large quarto form.

McClure's Magazine, with the May issue, has increased to folio size, 13½ x 10½ inches, and the price has been reduced to ten cents.

School and Society is a new educational weekly, edited by J. McK. Cattell and published by the Science Press.

California Farm and Home and *California Farmer* have consolidated and a new company has been formed to conduct the combined paper under the name, *California Home and Farmer*.

THE *New York Times Current History*, a monthly periodical containing a news history of the war illustrated by maps and rotogravure portraits, has rounded out its first six months. Upon the conclusion of the war it will not be discontinued but will cover affairs of general world interest.

ROBERT ALLERTON PARKER has succeeded George Sylvester Viereck as dramatic and musical editor of *Current Opinion*. Mr. Viereck resigned in order to devote his attention to his German-American weekly, *The Fatherland*, and the *International Magazine*, which is to be conducted on broader lines than heretofore.

A NUMBER OF CHANGES have been made in the personnel of the advertising department of *Scribner's Magazine*. Carroll B. Merritt has been appointed advertising manager, Lawrence W. Meads, formerly of the Loose-Wiles Biscuit Company, has been assigned to the New England territory. George H. McBride will cover New York State, Pennsylvania and the South. Joseph D. Jackson, formerly of *Collier's*, and Charles R. Bergmann will assist in New York City. Miss Martha D. Hill will have charge of the School Service Department and Challis Gore, formerly of the McCall Company, will direct the work of the newly organized general service department.

THE APPEARANCE of the second number of *The Musical Quarterly* only serves to heighten the favorable impression made by the January number of this admirable octavo periodical published by G. Schirmer. Edited by Oscar G. Sonneck, chief of the music division of the Library of Congress and author of many books and magazine articles on musical subjects, *The Musical Quarterly* contains a

varied content which appeals not only to the music specialist but to the general music lover as well. The following articles make up the April number: "Noises, Smells and Colours" by J. F. Runciman; "The Judgment of Paris; or, the Worth of Beauty" by C. F. Farnsworth; "The American Composer" by H. F. Gilbert; "Music and Material Expression" by Cyril Scott; "The Study of Indian Music" by Frances Densmore; "Tower Music of Belgium and Holland" by W. G. Rice; "Wagner and the Paris Opéra" by J. G. Prod'Homme; "Some Thoughts Concerning Folk-Song and Nationality" by Sir C. V. Stanford; "Vincent d'Indy—An Estimate" by E. B. Hill; "German Opera Since Richard Wagner" by Edgar Istel; "Translating to Music" by Sigmund Spaeth; and "The Occupation of Musician in the United States" by H. J. Harris.

PERSONAL NOTES.

MRS. AMELIA E. BARR recently celebrated her eighty-fifth birthday. She is at present busy on a new novel, her sixty-sixth.

ANNOUNCEMENT WAS MADE THIS WEEK of the engagement of Miss Vera G. Bloodgood, to Charles Scribner, jr., son of Mr. and Mrs. Charles Scribner. The wedding will take place May 26 in the Church of the Heavenly Rest, New York City.

LITERARY AND TRADE NOTES.

A CRITICAL yet on the whole appreciative study of Rudyard Kipling by Cyril Falls will be published by Kennerley on May 15th.

"THE INVISIBLE EVENT," the third volume of J. D. Beresford's Jacob Stahl trilogy, will be published by Doran on May 15th.

THE NEW YORK PUBLIC LIBRARY circulated 12,000,000 books last year, an average of more than two books for each inhabitant of the city.

DUFFIELD & Co. will publish on May 25th "Accidentals," a volume of French stories and sketches by Helen Mackay, author of "Houses of Glass," etc.

ON MAY 15TH DOUBLEDAY, PAGE & Co. will publish Arthur Train's "The Man Who Rocked the Earth," and "The Propagation of Wild Birds" by H. K. Job.

ANOTHER NOVEL BY THE \$10,000 PRIZE WINNER, Leona Dalrymple, will be published by Reilly & Britton in August under the title, "The Lovable Meddler."

"THE GOVERNMENT OF THE CANAL ZONE" by George W. Goethals, is being published this month in the *Stafford Little Lecture* series by the Princeton University Press.

THE FREDERICK A. STOKES Co. is supplying to booksellers, upon request, a standard for an electric lamp with a revolving illuminated shade depicting various scenes from "Still Jim" by Honoré Willson.

"INSIDE THE HOUSE OF GOOD TASTE," a picture reference book on interior decoration for the layman, edited by Richardson Wright, editor of *House and Garden*, is published to-day (May 8) by McBride, Nast & Co.

"CONTRARY MARY" is reported by the Penn Publishing Company as in the "fifth edition, 20th thousand." It was third on the *Bookman's* March list of best-sellers.

"WHAT I HAVE DONE WITH BIRDS" by Gene Stratton-Porter, published by Doubleday, Page & Co., is temporarily out of stock pending the revision of the book by the author.

HODDER & STOUGHTON have published on behalf of the *Daily Telegraph* Bands' Fund a handsome *edition de luxe* of Rudyard Kipling's "Song of the English," with illustrations by W. Heath Robinson.

THE SPEAKERS FOR THE BANQUET of the American Booksellers' Association on May 13th are Josephine Daskam Bacon, Stephen Leacock, Richard Burton and Professor E. J. Clapp.

A NEW EDITION of "The Book of the Serpent," by Katharine Howard, with a prefatory note by Edward J. Wheeler, editor of *Current Opinion*, has just been issued by Sherman, French & Co.

THE PUBLICATION DATE of "The Exploits of Elaine," the new Craig Kennedy story by Arthur B. Reeve, and "Runaway June" by George Randolph Chester and Lillian Chester, has been advanced by Hearst's International Library Co. to May 20th.

E. P. DUTTON & Co. announce "Nationality and the War," by A. J. Toynbee; "The Interpretation of History," by L. Cecil Jane, and "The English Essay and Essayists," by Hugh Walker, a new volume in *The Channels of English Literature* series.

IN THE NEW PRINTING AND ALLIED TRADES CENTRE, adjacent to the Pennsylvania Station, another tall structure is to be erected by the Birwin Realty Corporation at Nos. 221 to 231 West Thirty-eighth street, between Seventh and Eighth avenues, New York. It will have twelve stories, 103x98.9, and will cost about \$400,000.

THERE WILL DOUBTLESS be an increased demand in New York City for books on the Navy during the next ten days with the entire Atlantic fleet lying in the Hudson River preliminary to the review by the President on May 17th and with hundreds of people visiting the ships daily.

A. C. McCLURG & Co. have just published a little volume by John W. Burgess, formerly professor of constitutional and international law and dean of the faculty of political science, philosophy and pure science at Columbia University, entitled "The European War of 1914, Its Causes, Purposes, and Probable Results."

THEY WERE TIRED OF THE CITY so the young couple went back to the soil, they hungered for children so they adopted some—three of them—and thereby found happiness; it is certainly a wholesome and an interesting theme Harriet Brunkhurst has chosen for her novel, "The Window in the Fence," which Doran will publish in May.

"OF MAKING BOOKS THERE IS NO END"—at least as far as that inveterate plotter, E. Phillips Oppenheim, is concerned. "The

Double Traitor"—his third book within nine months, if we remember aright—will be published by Little, Brown & Co. on May 22nd. On that date the same house will also publish Marie Van Vorst's "Mary Moreland."

ABOUT THE MIDDLE OF MAY Henry Holt will put forth four new volumes of the *Home University Library*: "Belgium," a handy historical and descriptive work, with maps, by R. C. K. Ensor; "A History of Philosophy" by C. C. J. Webb; "Milton," treated alike as man, politician, essayist, and poet by John Bailey; and "Political Thought: From Spencer to the Present Day" by Ernest Barker.

A LIVE NATURAL WINDOW, in more senses than one, was used recently by E. Higgins Co. of Grand Rapids, Michigan, to exploit their stock of out-door books. A number of cocoons were placed in the window along with a display of mounted birds and during the week several beautiful butterflies matured, much to the delight of school children—and, in fact, of a large part of Grand Rapids.

IN ADDITION TO "AMERICA FALLEN," J. Bernard Walker's "sequel to the European War," Dodd, Mead & Co. are publishing to-day "Rabindranath Tagore: the Man and His Poetry" by a personal friend of the Hindu poet, Basanta Koomar Roy, and "The Tourist's Maritime Provinces," a "see America first" book by Ruth Kedzie Wood, describing Halifax, the Land of Evangeline, quaint, out-of-the-way places in New Brunswick, Nova Scotia, the Gaspé Peninsula, etc.

SAYS F. P. A. IN THE "CONNING TOWER" of Harry Leon Wilson's latest: "Stopped in all the day, reading 'Ruggles of Red Gap' to my wife, and I found it the drollest taylor I have read in many years; I would be hard put to it to think of a droller. And when I had finished it was past midnight, albeit I deemed it but scarcely nine o'clock."

ABOUT THE SECOND WEEK IN MAY, Dutton will publish: "Schools of To-morrow" by Prof. John Dewey of Columbia whom many call the "greatest educator of our generation"; "France in Danger" by Paul Bergnet, an English translation of this book written before the war which discloses the menace of Pan-Germanism to French nationality; and "Our Wild Bird Guests" by E. H. Baynes which takes up such questions as the economic value of birds, how to attract birds, and the formation of bird clubs.

TO MANY AUSTRALASIA sounds like the final "jumping-off place" but not only have the 3,080,120 square miles of Australia and New Zealand a population of 5,305,000, but a substantial part of this population reads books. The Australasian booksellers import the bulk of their books from England and the United States, two of the largest importing firms on the islands being the New Zealand News Co. of Wellington, and The Australasian News Co. of Sydney, Melbourne, Perth, Adelaide, and Brisbane.

AFTER NEARLY A YEAR'S work, Harper & Brothers have just completed and published

a complete descriptive catalog of all the books published by them. This 372 page catalog, describing the contents and physical characteristics of the nearly 3000 books which represent the Harper list, probably stands unique among the catalogs issued by general publishing houses. The catalog contains a frontispiece of Franklin Square from an old print, a considerable number of author's portraits, and a complete index of titles, authors, and in many cases, subjects as well.

WHAT PROMISES TO BE a book big with interest to the serious reader who gives thought to the more radical phases of the movement commonly called "the social unrest" will be published by the John C. Winston Co., on May 15th under the title, "The Cry for Justice: An Anthology of the Literature of Social Protest." Upton Sinclair, the editor and himself a social protestant, has attempted in the book to cover the whole field of the literature of social protest, both in prose and poetry, and from all languages and times. The volume does not purport in any sense, however, to be propaganda.

AS THE WARM WEATHER APPROACHES and the tennis rackets begin to emerge from the bottom dresser drawer, comes a new tennis book, "Modern Tennis," by P. A. Vaile. The pictures alone, photographs of the moguls of the tennis world in action, should be enough to sell the book, but the text appears to be equally interesting. Such chapters as "Practice," "Foot Faults," "Tournament Play and Training," "English and Australian Tennis Compared," and "How We May Regain the Davis Cup," should interest any tennis "shark," while chapters on the various strokes and on "Tennis for Women" should appeal to the less skilled player and to women players. Funk & Wagnalls will publish the book at once.

AMONG THE BOOKS which Houghton Mifflin will publish on May 22d are: "The Breath of Life," by John Burroughs; "Whither?" an anonymous essay embodying sharp criticism of modern ideals; "Red Wine of Roussillon," a drama in blank verse by William Lindsey; "Sundown Slim," by Henry Herbert Knibbs, author of "Overland Red"; and the "River-side History of the United States" in four volumes; 1, "Beginning of the American People" by Carl Becker; 2, "Union and Democracy" by Allen Johnson; 3, "Expansion and Conflict," by W. E. Dodd; 4, "The New Nation," by F. L. Paxson.

ON APRIL 30 Temple Scott of Brentano's lectured to the New York Booksellers' School on stock classification. Mr. Scott explained the necessity for classification, for the convenience of both bookseller and customer, and described briefly the various systems, Dewey, Cutter, the Belgian modification of Dewey, Richardson, and the new Library of Congress classification which he commended as "one of the best." However, he warned the booksellers taking the course not to go classification mad, for, he said, stock classification is merely a means toward the end of selling books and should never be allowed to be-

come an end in itself. He described to the students the card a bookseller should keep for each title in his stock, listing the number of copies when bought and when sold.

BUSINESS NOTES.

ATLANTA, GA.—The Harrison Co., publishers and law booksellers, have moved their offices and stock to 42-44 East Hunter St.

NEW YORK CITY.—The Chelsea Book Binding Co. has been incorporated with a capital of \$10,000 by H. L. King and A. and R. Raskin, of 978 Union Ave.

NEW YORK CITY.—Gordon Cameron, receiver in bankruptcy, 99 Nassau St., will consider offers for good will, stock, and other assets of the Rohde & Haskins Co., booksellers and stationers, of 16 Cortlandt St.

PORTSMOUTH, N. H.—Walter H. Mowing, who has been for many years with one of Boston's leading book stores, is to be the proprietor of the new book and stationery store which will open here soon.

SYRACUSE, N. Y.—The W. Y. Foote Co.'s affairs have been placed in the hands of its creditors. At a meeting held in the office of the Typo Mercantile Agency, New York, on May 6, Mr. G. C. Wedekind, assistant treasurer of the Typo, was elected trustee for the creditors to take over under a deed of trust the business for thirty days, pending the development of a plan that is hoped will yield an early acceptable compromise. Assets, \$20,387; liabilities, \$16,400. The Stationers' and Publishers' Board of Trade will act with the Typo in effecting a settlement.

WILMINGTON, N. C.—James A. Northam has opened a book and stationery store at 101 Princess St.

AUCTION SALES.

MAY 10 AND 11 AT 2:30 P. M. (Two sessions.) Catalogue: Collection of angling literature made by the late Henry Thorpe, Brooklyn; standard and scarce books from the library of C. M. Steinmetz, Reading, Pa. [etc.] (No. 1160; 668 lots.)—Anderson.

MAY 13 AT 8 P. M. (One session.) Catalogue: Americana, Bishope, New England Judged, 1703 [etc.]; rare and fine books including books on book plates [etc.]. (No. 36; 317 lots.)—Heartman.

MAY 13 AND 14 AT 2:30 P. M. (Two sessions.) Catalogue: Collection of the late Hon. John Boyd Thacher, Albany, N. Y. Pt. 5, English autographs (A to E) (No. 1162; 386 lots.)—Anderson.

MAY 14 AT 3 P. M. (One session.) Catalogue: Libraries of several private owners, standard sets, Valentine's manuals and first editions of Mark Twain and John Kendrick Bangs. (331 lots.)—American Art Ass'n.

MAY 17 AND 18 AT 2:30 P. M. (Two sessions.) Catalogue: Library of the late Adrian H. Joline, Pt. 6, autograph letters, documents, manuscripts. (425 lots.)—Anderson.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

American Sociological Society. Freedom of communication. Chic., Univ. of Chic. c. 6+202 p. 8° (Publications) pap. \$1.50 n.

Anderson, Dice Robins. William Branch Giles: a study in the politics of Virginia and the nation from 1790 to 1830. Menasha, Wis., G: Banta Pub. c. '14 271 p. (12 p. bibl.) il. pors. 8° \$1.50

Andrews, Hiram Bertrand. Standard reinforced concrete charts for columns, beams and slabs; based on Joint Committee recommendations, 1913. [Bost., The author.] c. diagr. obl. 8° \$5

Annual magazine subject-index, 1914; including as Pt. 2, The dramatic index, 1914; ed. by F: Winthrop Faxon. Bost., Bost. Bk. Co. 264+298+44 p. O \$7 special n.

Barnes, J. H. Forty years on the stage; others (principally) and myself. N. Y., Dutton. 6+320 p. il. pls. pors. O \$3.50 n.

Reminiscences of an English actor, including mention of such personages as Adelaide Neilson, Mrs. Scott Siddons, Salvini, Samuel Phelps, Mary Anderson, Mrs. John Drew, and others. Index.

Bateson, W.; ed. Pitman's municipal office organization and management; a comprehensive manual of information and direction on matters connected with the work of officials of municipalities; with contributions by experienced authorities on municipal work and practice. N. Y., Pitman. 19+483 p. forms diagrs. tabs. O \$8 n.

The technique of municipal administration in Great Britain. Complete reference book, arranged under the subject of the various departments as finance, public health, education, etc.

Bax, Ernest Belfort. German culture, past and present. N. Y., McBride, Nast. 280 p. D \$1.25 n.

Beginning with the mediæval culture of Germany, the author describes the political, economic, social, literary and religious influences that were at work, and follows their consequences through the ages to the middle of the nineteenth century.

Benavente, Jacinto. The smile of Mona Lisa; a play in one act; tr. from the Spanish by J: Armstrong Herman. Bost., Badger. c. 34 p. D (Contemporary dramatists ser.) bds. 75 c. n.

Bible. Old Testament. "Truly stories from the surely Bible"; adapted by Marg. Howard. [Brookline, Mass., M. A. Howard, 60 Park St.] c. 185 p. O bds. \$1 n.

Text of the King James version is followed, with such omissions as are necessary to preserve the unity of the story and hold the attention of the child. Pronunciations and footnotes were taken from Webster and the International Bible dictionary.

Bible. New Testament. Jesus-Christ-nim kinne uetas-pa kut ka-kala time-nin i-ues pilep-eza-pa taz-pa tamtai-pa numipu-timt-ki: The life of Jesus Christ from the four gospels, in the Nez Percés language; by J.

M. Cataldo. Portland, Ore., Schwab Pr. c. 19+386 p. 12° \$2

Blaich, Lydia R. Three industrial nations; an industrial geography of England, Germany, and the United States. N. Y., Am. Bk. Co. c. 12+366 p. il. maps (part col.) D 64 c.

Bonner, Geraldine [Hard Pan, pseud.]. The girl at central; il. by Arth. W: Brown. N. Y., Appleton. c. '14-'15 pls. D \$1.30 n.

Sylvia Hesketh is a rich and beautiful young girl, with many lovers, more or less desirable, a step-father severe and uncongenial, and not an enemy in the world. At five o'clock she takes tea with her mother at her home, and that same night is found dead on a lonesome country road a hundred and eighteen miles away. Her French maid had disappeared. Molly Morgenthau, day operator in the telephone exchange at Longwood, New Jersey, tells how the different strands of the mystery finally gathered together over her telephone wires and how she got a surprising clue.

Brearley, Harry. The case hardening of steel: mild steels. N. Y., Spon & C. '14 15+169 p. il. 8° \$2.50 n.

Brewster, Edn. Tenny, and Brewster, Lilian. The nutrition of a household. Bost., Houghton Mifflin. c. 10+208 p. tabs. D \$1 n.

Information necessary for providing the most nourishing foods at the lowest possible cost given in a readable way. Appendix gives Rubner standard for normal person, and tables for computing the nutrients of common foods, etc.

Burgess, J: W: The European War of 1914: its causes, purposes and probable results.

Chic., McClurg. c. 209 p. D \$1 n.

Sees, as primary cause of the war, Germany's success in home development and foreign markets, which brought to her the jealousy of Great Britain. Deplores the prevalence of anti-German sentiment in the United States, and considers it altogether unreasonable. Avers that American interests require the maintenance of the German Empire in its present organization and power in middle Europe.

Carey, Rev. Wa. J. My priesthood. N. Y., Longmans. 12+155 p. D \$1.25 n.

Addresses delivered to ordination candidates in the Church of England.

Cass, Alice Hazen, comp. Practical programs for women's clubs; a compilation of study subjects for the use of women's clubs and similar organizations. Chic., McClurg. c. 168 p. S 75 c. n.

Material for study that will adapt itself to various arrangements. Subjects: Home economics and pure food; Civics and social philanthropy; Education; Public health; Conservation; Art; Music; Literary studies; Travel studies.

Center, Stella Stewart, ed. Selected letters. N. Y., C. E. Merrill Co. c. 277 p. por. 16° (Merrill's English texts) 40 c.

Cheyne, T: Kelly, D.D. The reconciliation of races and religions. N. Y., Macmillan. 20+216 p. (bibls.) il. 8° \$2.25 n.

Chicago. University. Members of the University Faculties. University of Chicago ser-

mons; ed. by Thdr. Gerald Soares. Chic., Univ. of Chic. c. 12+348 p. D \$1.50 n.
Represent the faith and opinion of the individual writers, and not, as a whole, a system of theology held by the University of Chicago.

Chubb, Edn. Watts. Sketches of great painters. Cin., Stewart & Kidd. c. 263 p. il. pls. O \$2 n.

Biographical details and the personal point of view of fifteen artists: Leonardo, Raphael, Michael Angelo, Titian, Velasquez, Rembrandt, Rubens, Murillo, Van Dyck, Reynolds, Millet, Corot, Turner, Whistler, and Rosa Bonheur.

Clifford, W. G. The British army. N. Y., Macmillan. 96 p. col. il. 12° (Peeps ser.) 55 c. n.

Cohen, Helen Louise. The ballade. N. Y. [Lemcke & B.] c. 17+397 p. (23 p. bibl.) O \$1.75 n.

Monograph on the ballade verse form from its origins in Romance lands, through its history in France and England to the present day.

Coit, J: Eliot. Citrus fruits; an account of the citrus fruit industry, with special reference to California requirements and practices and similar conditions. N. Y., Macmillan. c. 20+520 p. (42 p. bibl.) il. pls. tabs. O (Rural science ser.) \$2 n.

Practical and up-to-date information on propagation, tillage, the combating of insects and diseases, the handling and marketing of oranges, lemons and grapefruit.

Crane, Fk., D.D. War and world government. N. Y., J: Lane. c. 256 p. D \$1 n.

War editorials published in the Associated Newspapers. Chronological order is preserved. Voice a protest against the stupidity of war and make a plea for world government.

Curtis, T: Adrian, comp. and ed. Readings in literature for upper grades. N. Y., C. E. Merrill Co. c. 16+193 p. 12° 60 c.

Darling, C: Rob. Liquid drops and globules; their formation and movements. N. Y., Spon & C. '14 10+83 p. il. 12° 75 c. n

Devine, E: T: The normal life. N. Y., Survey Associates, inc. c. 233 p. D \$1

Matter-of-fact interpretation of social plans and movements to which every individual must contribute in childhood, youth and maturity, if he is to have a normal life. Contains the questions for local study classes, and an index.

Dommett, W. E. Submarine vessels. N. Y., Macmillan. 10+106 p. il. 12° 60 c. n.

Dowd, Emma C. Doodles, the sunshine boy; with [col.] il. by Maria L. Kirk. Bost., Houghton Mifflin. c. 7+347 p. pls. D \$1 n.

Story about a little boy who was very musical, but who was lame. He had a great many kind things done for him, even to being cured by a noted surgeon; and he, himself, never forgot to do things for other people.

Dramatic (The) books and plays (in English), published during 1914; comp. by H: Eastman Lower and G: Heron Milne. Bost., Bost. Bk. Co. c. 44 p. O pap. 50 c. n.

Early, Jubal Anderson. The heritage of the South; a history of the introduction of slavery; its establishment from colonial times and final effect upon the politics of the United States. [Lynchburg, Va., Brown-Morrison Co.] c. 119 p. 12° \$1.50

Edson, And. Wheatley. A concise and suggestive manual for teachers. [Bost.] B. H. Sanborn & Co. [50 Beacon St.] c. 4+84 p. 12° (Edson-Laing readers) 50 c.

Ellis, Edith M. O. Lees [Mrs. Havelock Ellis]. Love in danger; three plays [The subjection of Kezie; The pixy; The mothers]. Bost., Houghton Mifflin. c. 88 p. D bds. 75 c. n.

Short plays of the type made popular by the Irish Players and the Manchester Players.

Ervine, St. John Greer. Alice and a family; a story of south London. N. Y., Macmillan. c. 276 p. D \$1.25 n.

Picture of life in an English workingman's home. When 'Ernie Mudds is thirteen his mother dies, leaving three little girls, one an infant, and on the same day his father is disabled and prevented from continuing his calling of stevedore. Alice, a neighbor, but little older than 'Ernie, takes the helm. She has the tongue of Xanthippe, but the generalship of a Napoleon, and so the Mudds are shortly on the road to prosperity with a tidy little paper shop and even a little romance creeping into their lives.

Faxon, F: Winthrop, ed. The dramatic index, 1914; covering articles and il. concerning the stage and its players in the periodicals of America and England; to which is added a record of books on the drama and of texts of plays published during 1914. Bost., Boston Bk. Co. 298+44p. O \$3.50 n.

Friday, D: Problems in accounting. Ann Arbor, Mich. [Ann Arbor Press] c. 9+134 p. 8° (Michigan texts in economics) \$2

Galsworthy, J: The little man; and other satires. N. Y., Scribner. c. 10+279 p. D \$1.30 n.

Contents: Hall-marked; The voice of —; The dead man!; Why not?; Heyday; Studies of extravagance; Abracadabra; Hathor: A memory; Sekhet: A dream; A simple tale; Ultima Thule.

Glaspell, Susan [Mrs. G: Cram Cook]. Fidelity; a novel. Bost., Small, Maynard. c. 422 p. D \$1.35 n.

Theme is the devotion of a young woman to her lover, and the development of her character during the eleven years of their life together. Much of the action takes place in the small town where Ruth's family and Williams' wife lived. It shows the attitude of "society" toward the lovers, and the struggle of another man, who believed in Ruth's nobility, to help her. The ending seems to promise that he will accomplish much.

Gordon, Nellie Kinzie. Way-Bun; the early days in the Northwest. 2d ed. Chic. and N. Y., Rand, McNally. il. 8° \$1.50 n.

Grant, Captain Allan [pseud. for Arth. Douglas Howden Smith]. In defence of Paris; an American boy in the trenches; a story of infantry and the big guns; il. by Bayard Jones. N. Y., Doran. c. 256 p. pls. D (American boys at the front in the great war) 60 c. n.

Boy scouts, an American and his French chum, fight in the trenches with the Allies, actually meet General John French, are arrested as spies, and have adventures enough for veterans.

Gretton, R: H., ed. Imperialism and Mr. Gladstone (1876-1887). N. Y., Macmillan. 8+120 p. 12° (English history source books) 35 c. n.

Harding, Ewing, ed. From Palmerston to Disraeli (1856-1876). N. Y., Macmillan. 8+120 p. 12° (English history source books) 35 c. n.

Haynes, Nathaniel Smith. History of the Disciples of Christ in Illinois, 1819-1914. Cin., Standard Pub. c. 670 p. il. pls. pors. maps 12° \$1.65

- Hickman, Alb. Scott.** The two blondes. Bost., Badger. c. 355 p. D \$1.25 n.
 Story of Colorado mining camps. Walter Munson, a miner, largely through his wife's help makes a strike worth millions. Then feeling that Mary Ann would never be able to fill acceptably the position of a rich man's wife, he deserts her. Mary Ann succeeds in humbling the culprit and in rescuing another woman whom he has deceived.
- Hobbs, E. W.** Model power boats; their designing, building and running. N. Y., Spon & C. 338 p. il. 8° \$2 n.
- Hobson, Rob. Lockhart.** Chinese pottery and porcelain. 2 v. N. Y., Funk & W. il. pls. 8° \$25 n. bxd.
- Hodges, H: G.** The doctrine of intervention. Princeton, N. J., Banner Press. c. 12+288 p. (8 $\frac{1}{8}$ p. bibl.) D \$1.50 n.
 Historical analysis of the question, combining a critical discussion of legal principles involved.—*Foreword.* Author is Harrison fellow in political science, University of Pennsylvania.
- Hueffer, Ford Madox.** Holbein. Chic. and N. Y., Rand, McNally. 87 p. il. 8° \$1.25 n.
- Jenkins, F: Warren, and Black, Eliz. Lowell, comps.** Books of 1914 on social subjects. N. Y., Russell Sage Foundation Lib. 3 p. O (Bulletin) pap.
- Jones, T: S:, jr.** The voice in the silence. [3d ed.] Portland, Me., T. B. Mosher. c. 12+48 p. 12° \$1.25
- Kansas City. Public Library.** A reading list on agriculture, including gardening. Kansas City, Mo., The library. 27 p. S (Special lib. list) pap.
 A reading list on flower gardening, including lawns, trees, shrubs. Kansas City, Mo., The library. 11 p. S (Special lib. list) pap.
 A reading list on vocational education. Kansas City, Mo., The library. 44 p. S (Special lib. list) pap.
- Kidder, S: Thdr.** The glen path; and other songs. Bost., Sherman, French. c. 74 p. front. D bds. \$1 n.
- Ladd, G: Trumbull.** What should I believe?; an inquiry into the nature, grounds, and value of the faiths of science, society, morals, and religion. N. Y., Longmans. c. 13+275 p. D \$1.50 n.
 Distinguishes the elements of the mental attitude of belief, from knowledge, on the one hand, and mere opinion on the other.
- Le Rossignol, Ja. E:** Jean Baptiste; a story of French Canada; front. [in col.] by Dora Curtis. N. Y., Dutton. 7+269 p. D \$1.50 n.
 Jean Baptiste Geroux, seventh son of a seventh son, was a youth of great talents and attractions. He refused to become a priest, although he had been educated for the profession. While his elder brothers and other young people went forth from their French-Canadian village to seek their fortunes in the States and Canadian cities, he believed that his lifework lay in bettering the condition of his own people. Jean Baptiste realized many of his dreams, including the winning of Gabrielle, a pretty convent-bred village girl.
- McAlpin, Colin.** Hermaia; a study in comparative esthetics. N. Y., Dutton. 10+429 p. O \$3.50 n.
Partial contents: The world of expression; Landscape painting; Music in relation to nature; Figure painting; Composition painting; Music as form; Music is the expression of self, self-knowledge, moralism, volition, social sense; Dimensions of musical thought.
- Maloubier, Eugène F., and Moore, Justin H.** First book in French. N. Y., Macmillan. c. 13+363 p. il. pls. pors. map D \$1.10 n.
- Marshall, Arth.** Explosives, their manufacture, properties, tests and history. Phil., Blakiston. il. 8° \$7 n.
- Maston, Darius Earl.** Old Buckeye days; verse. Bost. [Badger] c. 80 p. D bds. \$1 n.
- Michaelis, M. Leonor.** The dynamics of surfaces; tr. by W. H. Perkins. N. Y., Spon & C. '14 13+118 p. 8° \$1.25 n.
- Miller, R. J., D.D.** The fundamentals of Protestantism; a comparative study adapted to Bible class work. Pittsburgh, Pa., United Presb. Bd. of Publication, 209 Anderson St. 192 p. 75 c. n.; pap. 60 c. n.
- Miller, Warren H.** Camp craft; modern practice and equipment; with introd. by Ernest Thompson Seton. N. Y., Scribner. c. 13+282 p. il. pls. diagrs. O \$1.50 n.
 Describes the equipment necessary for life in the open for all the varieties of season and climate, and the proper way of using this equipment. Author is editor of *Field and Stream*.
- Mills, Wilbur Thoburn.** American school building standards. [2d ed.] Columbus, O., Franklin Educational Pub. c. 616 p. il. plans 12° \$5
- Mitford, Mary Russell.** Correspondence with Charles Boner and John Ruskin; ed. by Eliz. Lee. Chic. and N. Y., Rand, McNally. 316 p. il. 8° \$2.75 n.
- Morman, Ja. B.** The principles of rural credits; as applied in Europe and as suggested for America; with an introd. by J: Lee Coulter. N. Y., Macmillan. c. 18+296 p. (7 p. bibl.) D (Rural science ser.) \$1.25 n.
 Among matters taken up are amortization of farm mortgages, mortgage loans, the issue of farm mortgage bonds, the Torrens system, the building and loan associations, the part that the national government may play and the position of tenant farmers.
- Morris, C:** Famous days and deeds in Holland and Belgium; with 16 illustrations. Phil., Lippincott. c. 348 p. pors. pls. O \$1.25 n.
 Heroes and heroism of the Low Countries, which form the tradition and the inspiration of King Albert and the Belgians of to-day.
- Motogram Co., Richmond, Cal.** Pictorial mileage road book; every mile a picture. Richmond, Cal. [The author] c. 304 p. il. maps 8° \$2
- Mumma, Hiram Paul, comp.** Mumma's ready conversion table, showing the value of American money when converted into English pounds, shillings and pence; computed on basis of \$4.87 to the pound. [Portland, Ore., J. Kerns & Abbott Co.] c. 27 p. 4° 75 c.
- Murphey, Archibald Debow.** The papers of Archibald D. Murphey; ed. by W: H: Hoyt. 2 v. Raleigh, N. C. [N. C. Hist. Commission] '14 il. pors. 8° (Publications)
- New York charities directory;** being an encyclopædia of social service in or available for Greater New York; including a topical index to the social, civil, religious

- and charitable resources of the metropolis, and a name index of persons mentioned in connection with the agencies listed; by Lina D. Miller. 24th ed. N. Y., Charity Organization Soc. of N. Y. C., 105 E. 22d St. c. 607 p. D \$1
- Parker, E. Cary.** Field management and crop rotation; planning and organizing farms; crop rotation systems; soil amendment with fertilizers; relation of animal husbandry to soil productivity; and other important features of farm management. St. Paul, Minn., Webb Pub. [57-60 E. 10th St.] c. 507 p. il. 12° \$1.50
- Pennell, Jos., and Robins, E.** Lithography and lithographers. N. Y., Macmillan. 20+319 p. il. 4° \$4.50 n.; de luxe ed. \$12.50 n.
- Revell, Alex. Hamilton.** Pro and con of golf. Chic. and N. Y., Rand, McNally. 288 p. il. 16° \$1.25 n.
- Robbins, Hayes.** Lucius Tuttle; an appreciation. Bost., W. A. Butterfield [59 Bromfield St.] c. 61 p. por. D bds. 50 c.
Brief review of Mr. Tuttle's work in the industrial world, where as president of the Boston and Maine Railroad he believed that capital and labor have the same interests.
- Russell, C. E.** Why I am a socialist. A new and rev. ed. N. Y., Doran, c. '10-'15 23+301 p. D 50 c. n.
New edition contains chapter on "Socialism and the Great War," telling precisely what another saw firsthand in Belgium, and the remedies which socialism purposes to apply to prevent a repetition of war.
- Sarolea, C.** The Anglo-German problem. American ed. with new introduction. N. Y., Putnam. c. 20+288 p. (9½ p. bibl.) D \$1 n.
First published in 1912, book was written after many years of study and travel in Germany. Its object was to warn Britain of the tremendous and imminent war, and to show that this clash was one between British ideal of free trade and a federation of self-governing colonies and the German ideal of military ascendancy over subject races.
Earlier edition published by Thomas Nelson & Sons.
- Shepherd, G. Melville, ed.** The Panama Canal and the Pacific coast; originally issued as a supplement of the *Commercial and Financial Chronicle*, New York, Nov. 28, 1914, and, by special arrangement with the publishers, simultaneously issued, in the same manner by the *Economist*, of London, Eng., and the *Economist*, of Chicago, N. Y., W. B. Dana Co. [138 Front St.] c. '14 176 p. il. maps f° \$2
- Slater, Rev. T. J.** Questions of moral theology. N. Y., Benziger. c. 426 p. O \$2 n.
Unearned increment and title by accession; Ownership and railway fares; The theology of stolen goods; The moral aspect of "stock-watering"; Bankruptcy and conscience; Eugenics and moral theology; Repetition of extreme unction, are among topics treated.
- Slavonic (The) classics; the masterpieces of Slavic literature** il. by the masters of Slavic art; tr. into the English language. In 20 v. N. Y., Slavonic Pub., inc., 456 Fourth Ave. c. subs. \$60; ¾ mor. \$80; mor. \$100
- Souttar, H. S.** A surgeon in Belgium. N. Y., Longmans. 12+217 p. il. pls. por. O \$2.40 n.
Three months' work of a British surgeon in the field hospitals of Belgium. Account is as free from gruesome details as possible, though it has interesting things to say about the modifications of surgical practice necessitated by the conditions. It is another record of noble endeavor relieving horrible suffering against the background of scientific carnage.
- Spooner, Arth. Willis, D.D.** Pauline; a romance of the Civil War. Bost., Sherman, French. c. 278 p. front. O \$1.35 n.
Romance of Pauline Ross and her unknown soldier lover, worked out against a background of northern and southern homes, soldier camps, battlefields and Washington at the time of Lincoln's assassination. With peace came the happiness of the two lovers.
- Stowell, Leonard, comp. and ed.** The call of the open. N. Y., Macmillan. 6+115 p. col. il. 16° 80 c. n.
Nature's moods. N. Y., Macmillan. 5+112 p. col. il. 16° 80 c. n.
- Swain, G. Fillmore.** Conservation of water by storage; addresses delivered in the Chester S. Lyman lecture series, 1914, before the senior class of the Sheffield Scientific School, Yale University. New Haven, Ct., Yale Univ. c. 84 p. (12 p. bibl.) il. pls. tabs. diagrs. O \$3 n.
Surveys the subject of water conservation in general, its relation to conservation of other resources, aspects of its technical development, question of Federal control, problem of floods and their prevention.
- Thomas, Harry H.** The book of hardy flowers. N. Y., Funk & W. 504 p. il. pls. 8° \$3.50 n.
- Trombly, Alb. Edm.** Love's creed; and other poems. Bost., Sherman, French. c. 93 p. D \$1 n.
- Tull, Jewell Bothwell.** The winning of the bronze cross; the adventures of a boy scout. Mitchell, S. D., Educator Supply Co. c. 144 p. il. pls. 12° 75 c.
- Underwood, Horace Grant.** An introduction to the Korean spoken language. In 2 pts. Pt. 1, Grammatical notes; Pt. 2, English into Korean. 2d ed. rev. and enl. N. Y., Macmillan. 7+475 p. 12° \$1.75 n.
- U. S. Geological Survey.** Topographical map of the United States. In sheets 16½ x 20. Wash., D. C., Off. of Survey. pap. 10 c.
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- U. S. Library of Congress. Div. of Manuscripts.** Calendar of the correspondence of George Washington, Commander-in-chief of the Continental Army, with the officers; prepared from the original manuscripts in the library by J. C. Fitzpatrick. In 4 v. v. 1, June 17, 1775-October 19, 1778; October 19, 1778-December 9, 1780. Wash., D. C., Gov. Pr. Off. 802; 1643 p. Q per set \$4
- Van Zile, E. S.** The game of empires; a warning to America; with prefatory note by Thdr. Roosevelt. N. Y., Moffat, Yard. c. 302 p. D \$1.25 n.
Account of causes and events of the European War, emphasizing the principle, "preparedness for war is in reality preparedness against war."

The Publishers' Weekly

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Maurice Bearing, Dead Letters.
Fine Arts Journal, Oct., 1911.
Fagan, Collectors Marks.
Life and Times of Yancy, Dubois.
Gogol, Dead Souls trans.
Challenger, British Mezzo Tints.
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William H. Andre, 607 Kittredge Bldg., Denver, Colo.

French into English, Practice in French Conversation, Francis S. Williams; Mason Bros., 1861.

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Plays of Maeterlinck, Hovey.

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Brant, Petroleum, Its History, Origin, etc.
De Graff, The Modern Geometrical Stepbuilder's Guide.

Davis, Manufacture of Leather, 2d ed., 1897.
Frankel-Hutter, Manufacture of Starch, Glucose, etc.

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Daudet, Tartarin of Tarascon, trans. Frith; Routledge. Hall, Oldest Civilization in Greece, 1901.

Mero, American Playgrounds, 2d ed., 1910.

McLaughlin, Studies in Mediaeval Life and Literature.

Addison, vols. 2 and 4, London, Bohn, 1856.

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Appleton's Annual Encyclopædia, 1870-75, and '96.

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Science and Health, 1875-1878 and 1882 eds.

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Christian Science Journal, vols. 1 to 10.

The Primitive Church, Coleman.

Letters from a Living Dead Man, Barker.

Drops of Gold, pub. R. H. Randell about 1895.

Freemasons' Monthly Magazine, Boston, Editor Moore.

The Bibliopole, 1204 Broadway, New York.

Aldrich, Catalogue of N. A. Diptera.

Schiner, Fauna Austriaca. 2 vols.

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Journal Ind. and Eng. Chem., 1909 March, 1911 Sept., Dec., 1914 Aug., also 1910 entire.

Chemical Abstracts, vol. 1, no. 3, 4, 8, 11, 15, also vol. 4 entire.

Jl. Amer. Chem. Soc., 1907 Jan. and Apr., 1910 Mar., to Dec.

Dominion Dental Jl., Dec., 1914.

The Boston Book Co., 83-91 Francis St., Fenway, Boston, Mass.

Modern Philology, Je., 1904, Ap., '05.

Science, July 26, 1895.

Leslie's Popular Magazine, vol. 35, 1893, \$1.

American Physical Education Review, vol. 2, no. 1.

American Architect, July-Dec., 1904.

Monist, July and Oct., 1912.

Science, July 26, 1895.

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Pennell, Joseph, Lithography.

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Larousse, Dictionaire.

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Payne Genealogy, Albany ed., 1870.
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Shakespeare, Works, 3 vols., pub. Orr, London, 1844.
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N. Y. Historical Soc. Collections, 1896.
Knickerbocker Magazine, Apr., June, 1843; Oct., 1862.
North American Review, Oct. 1848, \$3.00.
American Catholic Quarterly Review, Jan. and Oct., 1910, at \$1 each.
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Political Science Quarterly, 1904-1908.

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Brotherhood of Locomotive Fireman's Mag., Jan. to Aug., 1905.
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Frothingham, Hist. of Charlestown, Mass., pts. 1 to 7 comp.
Harvard Hist. Monographs, No. 1.
Huish, Progress of Crime, 1849.
Insurance and Real Estate, 1912.
Johns Hopkins Univ. Studies, ser. 6, nos. 9 and 10.
Langenbeck, Chemistry of Pottery.
Macfarlane, Coal Regions of Amer.
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Rept. of Case of Com. vs. Patrick Hester, etc. (Molly Maguires Case).
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Smithsonian Inst. Meteorological Tables, 1893.
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 Shepherd, Antiquities of the State of Ohio.
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 Historical Sketch of the Public Schools of Ohio, 1876.
 Proceedings of the Maumee Valley Pioneer Association.
 Journal of Capt. Wm. Trent, edited by Goodman.
 Ohio Valley Historical Society; First Annual Report.
 Knapp, History of the Maumee Valley.
 Taylor, Ohio in Congress, 1803 to 1901.
 Thwaites, On the Storied Ohio.
 Magazine of Western History, any vols. or nos.
 Annals of the American Academy, Oct., 1890.
 Nason, Talks on Theme Writing.
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Irving's Alhambra, with illus. by Pennell, large paper,
 Macmillan, 1896.
 Thaxter, Celia, An Island Garden, 1894.
 Matthews, Brander, Bookbindings Old and New.
 Mark Twain, Jumping Frog, New York, 1867.
 Mark Twain, Tom Sawyer, Hartford, 1876.

Moroney's Merger, 35 E. 3d St., Cincinnati, O.
 Weedon, Commentary.
 Chronicles of Border Warfare.
 Cooper, limited, three-quarter morocco.
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 Fac-simile reprints of 1st eds. of Walton's Angler,
 Robinson Crusoe, and other famous books.

Munn & Co., 361 Broadway, New York.

Drawings and Engravings by P. G. Hamerton, London,
 1892.
 The Social Game, London, 1823.
 Early American books on penmanship before 1825.

John J. Newbegin, 315 Sutter St., San Francisco, Cal.

Young Folks' Library, ed. by T. B. Aldrich, 20 vols.,
 Hall & Locke Co., Boston.
 Manuel Historique et Bibliographique de L'Amateur
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- The Norman, Remington Co., 308 North Charles St., Baltimore, Md.**
 Winchester and Hall, Newspapers and Newspaper Men of Maryland.
- Osborne's Book Store, 923-925 State St., Santa Barbara, Cal.**
 Life in California, Alfred Robinson, pub. Doxey, San Francisco.
 A Dweller on Two Planets, Baumgardt Pub. Co., Los Angeles.
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- I. & M. Ottenheimer, 321 W. Baltimore Street, Baltimore, Md.**
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- Presbyterian Board of Publication and Sabbath School Work, Cincinnati, O.**
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Presbyterian Board of Publication and Sabbath School Work, San Francisco, Cal.

The English Reader, old ed., about 1830.

Preston & Rounds Co., 98 Westminster St., Providence, R. I.

Auscher's History and Description of French Porcelain.

Alley, Thirty Years Among the Bees, 1880.

Alley, Queen Rearing, 1883.

Fernald's The Cat and the Cherub.

G. P. Putnam's Sons, 2 West 45th St., New York.

Genesee Farmer, vols. 1, 2, 3, 4, 5, 6, 7, 8, 10, 11, 13.

Albany Cultivator, vols. 3, 4, 5.

American Flower Garden Directory.

Prime, Tent Life in Holy Land.

Stevenson, From Saranac Lake to Marquess and Back.

Chapman, H. G., Beethoven, a Dramatic Biography.

Early American Glass.

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Legends Aurea, A Study of Caxton's Golden Legend.

Lockyer, Meteoric Hypothesis of the Origin of Cosmical System.

Heiman, Dyer Family.

Irwin, Sign of the Dollar.

Weismann, Evolution Theory, 2 vols.

Bernard Quaritch, 11 Grafton St., London, W., Eng.

Trollope, A., Writings, 30 vols., cloth, Phila, 1900.

Raymer's Book Store, 5 North Division St., Grand Rapids, Mich.

My Diary, North and South, Russell, 1863.

National Geographic Magazine, March, 1915.

G. F. Reifsneider, 109 E. 59th St., New York.

Schauffler's Romantic America.

Palmer's Mountaineering and Exploration in the Selkirk.

Fitch's Critic in the Orient.

Richter, Wit, Wisdom and Philosophy.

Dante, 3 vols., trans. by Norton.

Peter Reilly, 133 North 13th St., Philadelphia, Pa.

Way of the Gods, Kempster.

Fleming H. Revell Co., 158 Fifth Ave., New York.

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Art of Skating, Broken, \$1.00 ed., also \$5.00.

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Ananga Ranga, trans. from the Sanskrit by Koka Paudik.

Lasca, Le Cene, in English.

Kent, J., The Johnson Manor.

Kapp, F., Life of Major-Gen. Steuben.

Waterland, D., Athanasian Creed, 1850.

Mitchel, S. W., Dr. North and His Friends, 1900.

King, C., Mountaineering on Sierra Nevada.

Warboise, E. J., Lady Clarissa.

Warboise, E. J., Maud Bolingbrooke.

Warboise, E. J., Father Fabin.

Philip Roeder Book and Stationery Co., 703 Locust St., St. Louis, Mo.

Cartoon's Magazine, September, 1914.

Destiny and Desire, M. Watson.

Life of Beethoven, Rau.

Life of Mozart, Rau.

The Rosenbach Co., 1320 Walnut St., Philadelphia, Pa.

Kennedy, The Etched Work of Whistler, issued by the Grolier Club, New York, 1910.

Harper's Magazine, December, 1902.

Harper's Bazaar, November, 1914, 2 copies.

Mark Twain, Rarities.

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Historians History of the World, vol. 25; state binding.

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Trial of Officers of Privateer "Savannah."
 Mercy Warren's Hist. of Amer. Revolution, odd vols.
American Literary Magazine, vols. 1 and 5, no. 1.
 Melville, White Jacket, N. Y., 1850.
 Anson's Voyage, quarto ed., London, 1748.
 Young, The Ceramic Art, N. Y., 1878.
 Scharf, History of Maryland.
 Gage, Voyages dans la Nouvelle Espagne, 2 vols., 1720.
 Laut, Conquest of the Great Northwest, 2 vols., 1908.

Scrantom, Wetmore & Co., Rochester, N. Y.

Creelman's Why We Love Lincoln.
 Carey Lea, Photographic Chemistry.
 Hardwick, Photographic Chemistry.
 Abney, Photography with Emulsions.

Charles Scribner's Sons, Fifth Ave. at 48th St., New York.

Centennial Address Relating to the Early History of
 Schenectady, delivered July 4, 1876.
 Roberts, G. S., Old Schenectady.
 Pearson, Jonathan, History of the Schenectady Patent
 in the Dutch and English Times, 1883.
 Muir, Letters to a Friend.
 Bret Harte, 1st ed.

Charles Sessler, 1314 Walnut St., Philadelphia, Pa.
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 The Fatherland, nos. 1, 2.

A. E. Smith, 1 West 85th St., New York.

The Vicar of Wakefield, 1 vol., 114 colored illus., pub.
 John C. Nimmo, London, 1886.
 Scott, Standard ed., 30 vols., for rebinding, pub.
 D. E. & Co.
 Tolstoy, de luxe or de grand luxe ed., 24 vols., for
 rebinding, pub. D. E. & Co.
 Emerson, 12 vols., Concord ed., for rebinding, pub.
 H. M. & Co.
 Byron, vol. 10 of ed. de grand luxe, pub. 1900, F. A.
 Nicholls Co.

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Illus. History of English Literature, Garnett and
 Gosse, vol. 2 only, red cloth.
 Chamberlin, Ordered to China.

The Standard Publishing Co., Ninth and Cutter Sts., Cincinnati, O.

Extirpation of American Bison, with Sketch of
 Discovery and Life History, Hornady, 1887, U. S.
 National Museum.
 Directions for Collecting, Preparing and Preserving
 Birds' Eggs and Nests, Charles E. Bendire, 1891,
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The State University of Iowa, Iowa City, Ia.

Homiletic Review, vol. 62, no. 4, Oct., 1911.
 Illuminating Engineering Society Transactions, vol.
 1, nos. 1, 2 and 3, 1906; vol. 2, nos. 1 and 3, Jan.
 and March, 1907; vol. 3, no. 1, Jan., 1908.

Arthur L. Stearns, 899 Sterling Pl., Brooklyn, N. Y.
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 Heptameron, 5 vols., 1894, ed. Saintsbury.
 Bolas, Handbook of Photography in color.
 Thomson, Doesticks; what he says, 1830-1875.
 Weld, Slavery as it is.
 Thomson, Plu-ri-bus-tah.
 Price, Epworth League workers.
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 Zeller, Hist. Greek Phil., 8 vs.
 Brandes, Ibsen and Bjornson, critical studies.
 Jowett's Plato, 5 vols.
 Doerpfeld, Troja und Ilion, 2 v., 1902.

G. E. Stechert & Co., 151-155 W. 25th St., New York.

American Entomological Society, vol. 12 and foll.
 American Theosophist, vols. 1-9, 14, nos. 1-3, Chicago.
 Barlow, The Columbiad, Phila., 1807.
 Barlow, Vision of Columbus, Hartford, 1787.
 Bradstreet, Tenth Muse, London, 1678.
 Byles, The Comet, Boston, 1744.
 Byles, Poems on Several Occasions, Boston, 1744.
 Drake, Memoirs of Cotton Mather, Boston, 1857.
 Edwards, Freedom of the Will, 1790.
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 Edwards, Injustice of Slave Trade, any ed.
 Edwards, Language of Muhhekanee Indians.
 Edwards, Strong Rod Broken and Withered, 1748.
 Ethical Record, 5 vols. in 3, Ethical Culture.
 Forbes, Architectural Homes of Italy, Forbes.
 Forestry and Irrigation, vols. 9, 10, any nos.
 Gardiner, Jonathan Edwards, H. M., 1901.
 Gessner, Glass Makers' Handbook, Pittsburgh, 1891.
 Gilbert, Bab Ballads, 4th ed., Routledge, 1899.
 Godfrey, Court of Fancy, Phila., 1762.
 Hopkins, Life Jonathan Edwards, Edinburgh, 1799.
 Mather, Bostonian Ebenezer, Boston, 1698.
 Mather, Parentator Memoirs, Boston, 1723.
 Mather, Pietas in patriam, London, 1697.
 Mather, Prevalency of Prayer, Boston, 1864.
 Moravian Historical Society Trans., vols. 1-6.
 Schoolcraft, Oneota, parts 7 and 8.
 Sewall, Phænomena qualdam Apocalyptica, 1727.
 The Forester, vols. 1 to 7, any nos. or vols.
 Warren, The Group a farce, Boston, 1775.

John Sterling, 111-113 Washington St., Watertown, N. Y.

New Testament Hours, Geikie, 4 vols.

Henry Stevens, Son & Stiles, 39 Great Russell St., London, W. C., Eng.

Josselyn's New England's Rarities, Boston, 1865.
 De Smet's Oregon Missions, N. Y., 1847.

W. K. Stewart Co., Indianapolis, Ind.

Rinholdt, Nature vs. Drugs.
 Russell, Principles of Mathematics, vol. 2.

Gustav J. Stoeckel, 137 Superior Arcade, Cleveland, O.

Scarva, J. M. Stuart, Hartford in Ye Olden Time,
 1853.
 Thorpe, S. B., North Haven Annals, 1892.

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Timlow, History of Southington, 1876.
 Greene, Mason A., History of Springfield, Mass.,
 1636-1886, pub. 1888.
 Lossing, Home of Washington, pub. Hale, Hartford.

H. Stone, 136 Fourth Ave., New York.
 Jowett, Trans. of Plato's Republic.

Strawbridge & Clothier, Philadelphia, Pa.

Hague Peace Conference, Alexander P. Higgins, Putnam.
 Franz, Handbook of Mental Examination; pub. by
 Journal of Mental and Nervous Diseases.
 Howard, George E., History of Matrimonial Institution, 3 vols., pub. University of Chicago Pr.

The Theosophical Publishing Co. of New York, 25
 W. 45th St., New York.

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Lincoln, New York Constitutional Debates of 1894.
 Beaux and Belles of England, vol. 1, Beau Brummell.

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 Harvard Classics.
 Codrington, Maintenance of Macadamized Roads.

U. S. Department of Agriculture Library, Washington, D. C.

Index Medicus, vol. 17, no. 5 to end of series 1
 (May, 1895-December, 1902).
 Florida State Horticultural Society, Proceedings 12th-
 13th (1899-1900), 25th (1912).

Venetian Book Shop, 15 E. Washington St.,
 Chicago, Ill.

Manual of Mollusks, Woodward & Tate.
 Fear and Fatigue, Angelo Mosso.
 U. S. Geological Survey, Bull. 150, Educational Series
 of Rocks.
 Report on Nebraska and Adjacent Territories in 1872,
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 The English Novel, Sidney Lanier.

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 Life of William Wilberforce, by his two sons, 1838.
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 Mason, Indian Basketry, Doubleday.
 Le Bon, Psychology of Peoples.
 Litto, Soul of a Priest.

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 Repose, McCall.

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 Norie's Epitome of Navigation.
 Schenk's History of Fairfield, Conn.
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The H. W. Wilson Co., White Plains, N. Y.
 Railway and Locomotive Engineering, August 1897,
 pages 633 to 634.

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 Hunter, Trader and Trapper for Feb., 1915.
 Hard Tacks.

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 Lock, Students' Dynamics, Moc.
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 Williamson, Treatise on Integral Calculus.

Wyoming Historical and Geological Society, Wilkes-
 Barre, Pa.

Adams Magazine Daughters American Revolution,
 1892, vol. 2, nos. 6 and 9.
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Am. Register or Gen. Repository of History, Politics, and Science, Phila., vols. 1 to 7, 1806 to 1811, (all publ.).
Annals of Am. Academy of Pol. and Social Science, Phila., vol. 1, 1890 to Nov. 1914.
The Booklover, San. Francisco and N. Y., Nov. 1901 to June, 1904. (All publ.)
Burton's Gentlemen's Mag., Phila., vols. 1 to 7, 1837-1840. (All publ.)
Burr McIntosh Mag., N. Y., vol. 1, 1902, to May, 1910. (All publ.)
Brownson's Quart. Rev., N. Y., 1845 to 1863, and new series 1873 to 1875.
Chemical Abstracts, Easton, Pa., vols. 1 to 7, 1907 to 1913.
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Dawson's Hist. Mag. of Notes and Queries, N. Y., vol. 1, 1857, to 1875, (all publ.)
Engineers Club of Phila. Proc., vols. 1 to 30, 1879 to 1913.
Essex Antiquarian, vols. 1 to 13, no. 3, 1897 to 1909.
House Beautiful, Chicago, Ill., vol. 1, 1896, to Dec., 1906.
Journal of Am. Society of Naval Engineers, Wash., D. C., vol. 1, 1889, to vol. 23, 1914.
Ladies Repository, Cincinnati, O., vol. 1, 1841, to 1880, half leather. (all publ.)
Land We Love, Charlotta, N. C., vol. 1, May, 1866 to March 1869. (All publ.)
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North Am. Review, N. Y., vol. 1, 1815, to Dec., 1914.
Pol. Science Quarterly, N. Y., vols. 1 to 11 and 13.
Pennsylvania German, Lititz, Pa., vols. 1 to 11, 1900 to 1911.
Records of the Past, Washington, D. C., vols. 1 to 12, 1902 to 1913.
Science, N. Y., vol. 1, 1883 to June 1912.
Southern Hist. Society Papers, Richmond, Va., vols. 1 to 38, 1876 to 1911.
Virginia Mag. of History, Richmond, Va., vol. 1, 1893 to vol. 20, 1912, lacking vol. 16, nos. 3-4.
Washington Academy of Science, Proc., Washington, D. C., vols. 1 to 13, 1899 to 1911.
William and Mary's Quarterly, Williamsburg, Va., vols. 1 to vol. 13, no. 2, lacking vol. 6, nos. 1-2.
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